

CLAIMS

We claim:

1 1. A method for materialization forecasting with respect to group reservations
2 made by a group coordinator for the potential purchase of perishable commodities,
3 comprising the steps of:
4 gathering past reservation information relating to past group reservations for
5 perishable commodities that have already perished;
6 gathering current reservation information relating to a current group reservation
7 for perishable commodities that have not yet perished;
8 comparing said past reservation information and said current reservation
9 information;
10 calculating the materialization level of said current group reservation based on
11 said comparison; and
12 outputting a materialization forecast result for said current group reservation
13 based on said calculated materialization level.

1 2. The method as set forth in claim 1, wherein said past reservation information
2 includes historical commodity details regarding said past reservations.

1 3. The method as set forth in claim 2, wherein said past reservation information
2 further includes Point-of-Sale (POS) information pertaining to said past reservations.

1 4. The method as set forth in claim 3, wherein said past reservation information
2 further includes materialization information regarding said past reservations.

1 5. The method as set forth in claim 4, wherein said past reservation information
2 includes demographic information about group coordinators who made said past group
3 reservations.

1 6. The method as set forth in claim 5, wherein said demographic information
2 includes one or more of the following pertaining to said group coordinators who made
3 said past group reservations: age, sex, national origin, citizenship, country of
4 residence, occupation, employer, annual income, education.

1 7. The method as set forth in claim 6, wherein said current group reservation
2 information further includes commodity details regarding said current group
3 reservation.

1 8. The method as set forth in claim 7, wherein said current group reservation
2 information further includes POS information pertaining to said current reservations.

1 9. The method as set forth in claim 8, wherein said current reservation
2 information includes demographic information about a group coordinator making said
3 current reservation.

1 10. The method as set forth in claim 9, wherein said demographic information
2 includes one or more of the following pertaining to said group coordinator making said
3 current group reservation: age, sex, national origin, citizenship, country of residence,
4 occupation, employer, annual income, education.

1 11. The method as set forth in claim 10, wherein said perishable commodity
2 comprises airline seats, and wherein said historical commodity details include
3 information related to one or more of the following with respect to said airline seats:
4 carrier name, flight origin, flight destination, booking class, flight distance, departure
5 time, connection time, arrival time, departure date, arrival date, flight duration,
6 number of distinct legs comprising a complete one-way itinerary, aircraft type, aircraft
7 capacity.

1 12. The method as set forth in claim 11, wherein said POS information includes
2 one or more of the following: POS type, POS country, booking carrier, booking
3 recency, change recency, fare code, number of passengers in said past group
4 reservations, length of stay associated with the reservation, time between booking date
5 and flight date, payment status.

1 13. The method as set forth in claim 12, wherein said commodity details
2 regarding said current group reservation include information related to one or more of
3 the following: carrier name, flight origin, flight destination, booking class, flight
4 distance, departure time, connection time, arrival time, departure date, arrival date,
5 flight duration, number of distinct legs comprising a complete one-way itinerary,
6 aircraft type, aircraft capacity.

1 14. Computer-readable code stored on media for conducting materialization
2 forecasting with respect to group reservations made by a group coordinator for the
3 potential purchase of perishable commodities, comprising:

4 first subprocesses for gathering past reservation information relating to past
5 group reservations for perishable commodities that have already perished;

6 second subprocesses for gathering current reservation information relating to a
7 current group reservation for perishable commodities that have not yet perished;

8 third subprocesses for comparing said past reservation information and said
9 current reservation information;

10 fourth subprocesses for calculating the materialization level of said current group
11 reservation based on said comparison; and

12 fifth subprocesses for outputting a materialization forecast result for said current
13 group reservation based on said calculated materialization level.

1 15. The computer-readable code as set forth in claim 14, wherein said past
2 reservation information includes historical commodity details regarding said past
3 reservations.

1 16. The computer-readable code as set forth in claim 15, wherein said past
2 reservation information further includes Point-of-Sale (POS) information pertaining to
3 said past reservations.

1 17. The computer-readable code as set forth in claim 16, wherein said past
2 reservation information further includes materialization information regarding said past
3 reservations.

1 18. The computer-readable code as set forth in claim 17, wherein said past
2 reservation information includes demographic information about group coordinators
3 who made said past group reservations.

1 19. The computer-readable code as set forth in claim 18, wherein said
2 demographic information includes one or more of the following pertaining to said group
3 coordinators who made said past group reservations: age, sex, national origin,
4 citizenship, country of residence, occupation, employer, annual income, education.

1 20. The computer-readable code as set forth in claim 19, wherein said current
2 group reservation information further includes commodity details regarding said current
3 group reservation.

1 21. The computer-readable code as set forth in claim 20, wherein said current
2 group reservation information further includes POS information pertaining to said
3 current reservations.

1 22. The computer-readable code as set forth in claim 21, wherein said current
2 reservation information includes demographic information about a group coordinator
3 making said current reservation.

1 23. The computer-readable code as set forth in claim 22, wherein said
2 demographic information includes one or more of the following pertaining to said group
3 coordinator making said current group reservation: age, sex, national origin,
4 citizenship, country of residence, occupation, employer, annual income, education.

1 24. The computer-readable code as set forth in claim 23, wherein said
2 perishable commodity comprises airline seats, and wherein said historical commodity
3 details include information related to one or more of the following with respect to said
4 airline seats: carrier name, flight origin, flight destination, booking class, flight
5 distance, departure time, connection time, arrival time, departure date, arrival date,
6 flight duration, number of distinct legs comprising a complete one-way itinerary,
7 aircraft type, aircraft capacity.

1 25. The computer-readable code as set forth in claim 24, wherein said POS
2 information includes one or more of the following: POS type, POS country, booking
3 carrier, booking recency, change recency, fare code, number of passengers in said past
4 group reservations, length of stay associated with the reservation, time between
5 booking date and flight date, payment status.

1 26. The computer-readable code as set forth in claim 25, wherein said
2 commodity details regarding said current group reservation include information related
3 to one or more of the following: carrier name, flight origin, flight destination, booking
4 class, flight distance, departure time, connection time, arrival time, departure date,
5 arrival date, flight duration, number of distinct legs comprising a complete one-way
6 itinerary, aircraft type, aircraft capacity.

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